

Message Text

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PAGE 01 QUITO 05588 311656Z

61

ACTION COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 DOTE-00 /014 W

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R 311545Z JUL 75

FM AMEMBASSY QUITO

TO SECSTATE WASHDC 6545

INFO AMCONSUL GUAYAQUIL

LIMITED OFFICIAL USE QUITO 5588

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: FOREIGN GOVERNMENT TENDER: ROAD BUILDING EQUIPMENT FOR
MINISTRY OF PUBLIC WORKS (MOP)

FOR COMMERCE/BIC/OED/MEPD

STATE PLEASE PASS FHWA/MR. MCKENDRICK

REF: QUITO 5052 AND PREVIOUS

1. ACCORDING TO LOCAL PRESS, THIRTY-NINE (39) FIRMS PRESENTED OFFERS BY JULY 23 DEADLINE FOR MOP'S 30 MILLION DOLLAR TENDER. COMMITTEE MADE UP OF MOP SUBSECRETARY, COL. JIMENEZ (CHAIRMAN), DIRECTOR GENERAL OF PUBLIC WORKS, REPS FROM MINISTRIES OF DEFENSE AND FINANCE, COMPTROLLER GENERAL, AND ATTORNEY GENERAL OFFICES, TREASURY AND NATIONAL PLANNING BOARD, WILL BEGIN QUALIFYING BIDDERS DURING COMING WEEK. DECISION ON AWARDS, HOWEVER, MAY NOT BE MADE FOR SEVERAL MONTHS.

2. TO OUR KNOWLEDGE, FOLLOWING US FIRMS, SOME THROUGH LOCAL DISTRIBUTORS INDICATED, HAVE SUBMITTED BIDS: TEREX MOTORS/GM (GRACE Y CIA); GM (DICASA); INTERNATIONAL HARVESTER EXPORT CO; CATERPILLER (IMPORTADORA INDUSTRIAL AGRICOLA); FORD (QUITO MOTORS, S.A.); FIAT/ALLIS (MAQUINARIAS Y EQUIPOS GAMMA, WHICH ALSO REPRESENTS KENWORTH TRUCK CO.); JOHN DEERE (PONCE YEPEZ); AND PETTIBONE CORP. (IRELSA).

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3. BEGIN LOU. INTERESTING DEVELOPMENT WAS RESIGNATION EARLIER IN

WEEK OF JORGE LANAS, DIRECTOR GENERAL OF PUBLIC WORKS. LANAS, WHO
HAD BEEN DIRECTOR GENERAL SINCE INCEPTION OF PRESENT REGIME IN
FEBRUARY 1972, HAD LONG BEEN DISSATISFIED WITH MOP OPERATIONS UNDER
PRESENT MINISTER. NEW DIRECTOR IS ENGINEER VICENTE CADEAN HERMIDA,
ANOTHER CIVILIAN.
BREWSTER

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